Dear Friends,

Thank you for your support. Without your dedication, National Braille Press could not continue our important work to produce braille and promote braille literacy. We know from our conversations with braille readers, teachers, families, and advocates that braille remains as vital today as it did when Louis Braille first invented this six-dot code in 1825.

In 2011, we continued to focus on how technology is revolutionizing the world by developing the next generation of power iPhone users. This year included three bestsellers: Getting Started with the iPhone, 26 Useful Apps for Blind iPhone Users, and iPhone Tactile Screenshot Quick Reference Guide. We are making strides in the development of the B2G (Braille to Go) an affordable, refreshable braille mobile device, and hope to launch it by the end of our current fiscal year.

Sales of electronic books (e-braille) are in high demand, with a marked trend toward instant downloads, which nearly doubled last year.

NBP’s Center for Braille Innovation continues to research ways to make braille technology more affordable. An impressive team of volunteers is working on developing braille products that can be sold at a significantly lower cost to encourage school systems to use braille and to ensure that braille remains vibrant in the digital age.

While developing braille products and instructing braille readers on how to enhance their technology skills is essential, we never forget braille is a critical skill for learning. Our ReadBooks! Because Braille Matters program impacted the lives of nearly 1,000 families and we have distributed over 11,000 braille book bags since the program’s inception. The book, Out-of-Sight Science Experiments, features 32 experiments proving that blind children can participate in science discovery just as effectively as their sighted peers.

NBP continues to ensure that quality braille tests and textbooks are available for blind schoolchildren, and this year we provided school systems with braille tests valued at over $1 million. We also entered the world of electronic braille testing and will remain vigilant in advocating for high quality braille and tactile graphics in this emerging area. Finally, this year NBP completed our largest braille production job ever when we produced the Bible for the Xavier Society for the Blind - 45 volumes and 8,972 pages of braille!

2011 was certainly an exhilarating year and much of our work is funded through the generosity of NBP supporters. Our fundraising remains robust despite the challenging economy but there is still work to be done so blind people have the tools they need, and blind children have every opportunity to be educated, employed and independent.

Thank you again for your support.

With warm regards,

Brian A. Mac Donald
President

For 85 years National Braille Press has worked diligently to provide quality content and access to our braille readers. As we focus on the future we intend to lead the way in providing the very best affordable braille technology and publications for the blind.
Voices of our Readers

Ashley Bernard began learning braille when she was a preschooler and her mother, Bonnie, signed her up for National Braille Press’s *Children’s Braille Book Club*. Her favorite book from the club was *I Was So Mad* by Mercer Mayer and she had her mom read it to her over and over. In fact, she loved all the Mercer Mayer books.

Today, Ashley is 19 years old and a graduate of Perkins School for the Blind in Watertown, MA. She is an avid singer/songwriter and like most teenagers is a whiz at social networking. You can always catch up with Ashley on Twitter or Facebook to keep up with her action-packed life and find out what her future plans are at Bridgewater State University.

Ashley has many passions: music, friends, technology, supporting local organizations, and reading. Through the years, Ashley has learned how valuable braille literacy is to her academic success. “If you have someone or something that’s reading to you, you’re not going to know how to spell much of anything. If I really want to take in every word, I’m going to sit down and read, and go at my own pace.” Ashley is so zealous about the importance of braille that she fired off a Letter to the Editor of *The New York Times* in which she wrote:

“What would you do if someone suddenly told you that reading print was old-fashioned? Some people like to say that braille, the writing system for the blind, is out-dated. However, some people like myself think as highly of braille as sighted people think of print. Nothing can replace braille, just as nothing could ever replace print letters. Electronics may be useful, but that’s not a good enough replacement for anyone.”

The next chapter of Ashley’s life is just beginning and who knows how high she will soar. Her friends at NBP feel that Ashley’s opportunities are abundant and we are proud to provide her with the braille tools she needs to succeed.

“If you have someone or something that’s reading to you, you’re not going to know how to spell much of anything. If I really want to take in every word, I’m going to sit down and read, and go at my own pace.”
## SOURCES AND USES OF FUNDS FOR OPERATIONS

### Revenues

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Publications Revenue</td>
<td>$229,380</td>
<td>5%</td>
</tr>
<tr>
<td>Education Services Revenue</td>
<td>$1,481,341</td>
<td>35%</td>
</tr>
<tr>
<td>Contract Revenue</td>
<td>$1,169,378</td>
<td>27%</td>
</tr>
<tr>
<td>Charitable Support and net assets</td>
<td>$1,195,282</td>
<td>28%</td>
</tr>
<tr>
<td>Support from Endowment &amp; Interest Income</td>
<td>$183,456</td>
<td>4%</td>
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<tr>
<td>Gain on Sale of Investments</td>
<td>$1,512</td>
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<tr>
<td><strong>Total Operating Revenue</strong></td>
<td><strong>$4,260,349</strong></td>
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</table>

### Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Braille Production Costs</td>
<td>$2,023,473</td>
<td>49%</td>
</tr>
<tr>
<td>Publications Expenses</td>
<td>$388,169</td>
<td>9%</td>
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<tr>
<td>Public Education</td>
<td>$57,834</td>
<td>1%</td>
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<tr>
<td>Education Services Expenses</td>
<td>$67,613</td>
<td>2%</td>
</tr>
<tr>
<td>Contract Expenses</td>
<td>$52,856</td>
<td>1%</td>
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<tr>
<td>Center for Braille Innovation</td>
<td>$407,895</td>
<td>10%</td>
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<tr>
<td>Administrative Expenses</td>
<td>$564,217</td>
<td>14%</td>
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<tr>
<td>Charitable Support / Development Expenses</td>
<td>$421,704</td>
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<tr>
<td>Occupancy (Building) Expenses</td>
<td>$134,384</td>
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<tr>
<td><strong>Total Other Expenses</strong></td>
<td><strong>$4,118,145</strong></td>
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**Change in Net Assets, General Fund** $142,204

## UNRESTRICTED ENDOWMENT FUND ACTIVITY

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Bequests</td>
<td>323,800</td>
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<tr>
<td>Realized Gains</td>
<td>70,115</td>
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<tr>
<td>Interest and Dividends</td>
<td>70,495</td>
</tr>
<tr>
<td>Unrealized Gain in Market Value</td>
<td>($77,135)</td>
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<tr>
<td>Transfers to Operations</td>
<td>($181,392)</td>
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<tr>
<td>Management Fees</td>
<td>($26,862)</td>
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<tr>
<td><strong>Change in Net Assets, Endowment Fund</strong></td>
<td><strong>$179,021</strong></td>
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</tbody>
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## STATEMENT OF FINANCIAL POSITION

<table>
<thead>
<tr>
<th>Description</th>
<th>March 31, 2012</th>
<th>March 31, 2011</th>
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</thead>
<tbody>
<tr>
<td>Net Assets (Fund Balances)</td>
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<td></td>
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<tr>
<td>Unrestricted General Fund</td>
<td>$846,741</td>
<td>$760,024</td>
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<tr>
<td>Temporarily Restricted Fund</td>
<td>$344,326</td>
<td>$633,840</td>
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<tr>
<td>Endowment Fund</td>
<td>$4,026,335</td>
<td>$3,847,314</td>
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<tr>
<td>Plant Fund</td>
<td>$1,013,787</td>
<td>$958,300</td>
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<tr>
<td><strong>Total Net Assets (Fund Balances)</strong></td>
<td><strong>$6,231,189</strong></td>
<td><strong>$6,199,478</strong></td>
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<tr>
<td>Total Liabilities</td>
<td>$422,116</td>
<td>$274,904</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$6,653,305</strong></td>
<td><strong>$6,474,382</strong></td>
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## SOURCES OF CHARITABLE SUPPORT

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
<th>%</th>
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</thead>
<tbody>
<tr>
<td>Events (net of expenses)</td>
<td>$241,920</td>
<td>20%</td>
</tr>
<tr>
<td>Net Assets Released from Restrictions</td>
<td>$516,342</td>
<td>43%</td>
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<tr>
<td>Foundations and Corporations</td>
<td>$273,058</td>
<td>23%</td>
</tr>
<tr>
<td>Other Individuals</td>
<td>$81,443</td>
<td>7%</td>
</tr>
<tr>
<td>Donated Books and Other In-Kind</td>
<td>$17,991</td>
<td>2%</td>
</tr>
<tr>
<td>Braille Readers and Customers</td>
<td>$38,053</td>
<td>3%</td>
</tr>
<tr>
<td>Trustees</td>
<td>$26,475</td>
<td>2%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$1,195,282</strong></td>
<td>100%</td>
</tr>
</tbody>
</table>
Thank You Donors!

The publishing, information access, and outreach programs of National Braille Press depend substantially on philanthropic support. Every person’s gift, whether $1 or $100,000, makes a significant difference in the lives of blind children and adults who benefit from the work of NBP.

The names listed below represent those individuals, corporations, and foundations who have made contributions through our annual campaign, gala, online, and other ways. Gifts begin at the level of $50 or more during Fiscal Year 2012, April 1, 2011 to March 31, 2012. All of our donors care about literacy for everyone-blind and sighted. We are honored that 24 percent of our donors are braille readers who also benefit from our braille publications.

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national braille press | annual report 2012 | page eight
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